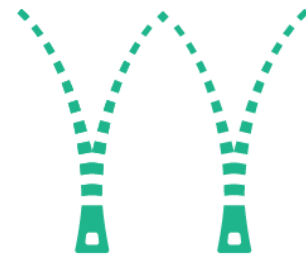


REFERRAL PARTNER MEMBERSHIP

2020- 2021



THE WARDROBE™

Clothing Insecurity is not having anything to wear, or not having the right thing to wear.

The Wardrobe is here to help!

ABOUT THE WARDROBE

The Wardrobe (aka Career Wardrobe) is a nonprofit social enterprise that uses clothing to inspire change. The Wardrobe is open to all and our goal is to eliminate clothing insecurity by outfitting people for life or work. Clothing combined with personalized support helps thousands of people a year look and feel their best to move forward in their lives.

Whether someone needs a suit for an interview, an outfit that supports their transition to independence or adulthood, or affirm their gender identity, The Wardrobe is open to them and here to help.

After coming to The Wardrobe, 98% of our participants leave with increased confidence and ability to present a professional image which leads to 91% remaining engaged in their job search.

Benefits

The Wardrobe is open to all: all genders, all clothing needs

Refer up to 100 people per year for one-on-one dressing appointments

- Appointments for up to 100 people a year for personalized shopping with appointment types to meet your clients' needs (described on the back)
- Meet with one of our trained consultants who will help pick out the right outfit and provide professional advice
- Great for preparing for an interview
- Appointments to be made online or by calling with a guarantee that your client will be scheduled within 3 business days

50 Wardrobe Passes (New!)

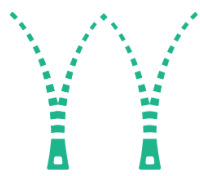
- Designed for clients who have busy schedules & don't need or want personalized attention
- \$50 one-use shopping credit to be used by the client for whatever clothing they need
- No appointment necessary
- Usable at our Wardrobe locations in Philadelphia and Delaware County
- Membership comes with 50 passes, but more can be purchased separately as needed

Wardrobe Box & Online Appointments (New!)

- Clients meet with a consultant virtually to discuss clothing needs and sizing
- Wardrobe stylists hand-pick appropriate clothing and ship directly to the client
- Especially for those impacted by COVID-19 or can not come for an in-person appointment

Professional Development Workshops

- Partners may schedule up to 2 free Wardrobe Workshops catered to the needs of your clients
- Held virtually until further notice
- Partners also receive priority access to The Wardrobe events and workshops



THE WARDROBE™

LOCATIONS:

Philadelphia: 413 N 4th St. Philadelphia, PA 19123
Delaware County: 62 W. Marshall Rd. Lansdowne, PA 19050
Bucks County: 1260 Veteran Hwy, Bristol, PA 19007
Visit wardrobepa.org for partner agencies all across the region

Making an Appointment

Members will receive a Referral Partner ID which will be used to make an appointment using our new online booking system. Available on our website: wardrobepa.org "services" section.

Clients can make up to 2 appointments per referral. Appointments can be for any of the following categories:

Job Search	1 full professional outfit appropriate for a job search or interview
Employment	3 outfits appropriate for a new job Typically business casual
Training	2 outfits for a training program Can include speciality items
General Need	6 mix & match pieces for every day use

*Please note, 95% of clothing is donated. We curate the best of the best but can not guarantee any items or sizes.

The Wardrobe Clients After Receiving Services



Link: [Check out this video tour of our new location](#)

Link: [Watch our "Inside the Wardrobe" educational series here](#)

SLIDING SCALE FEE STRUCTURE

Referral Partner Memberships are available to nonprofits via sliding scale fee intended to make our services accessible to a wide variety of partners. **This agreement covers a standard partnership with up to 100 referrals and 50 Wardrobe Passes per year.** Fees are not dependent on the actual number of individuals who complete an appointment. Once we receive payment, you will be sent an agreement and your organization's ID number.

If your program needs more appointments or passes, contact Program Director Al Sharrock at al@wardrobepa.org for contracting opportunities.

Sign up options:

- **Mail:** 413 N 4th St. Philadelphia PA 19123
- **Online here**
- **Email:** Al@wardrobepa.org

Annual Operating Budget	Annual Fee
Under \$100,000	\$100
\$100,000- \$250,000	\$500
\$251,000- \$500,000	\$750
\$500,000- \$1 Million	\$1,000
Budgets over \$1 Million Government or Corporate Partners	Email Al@wardrobepa.org